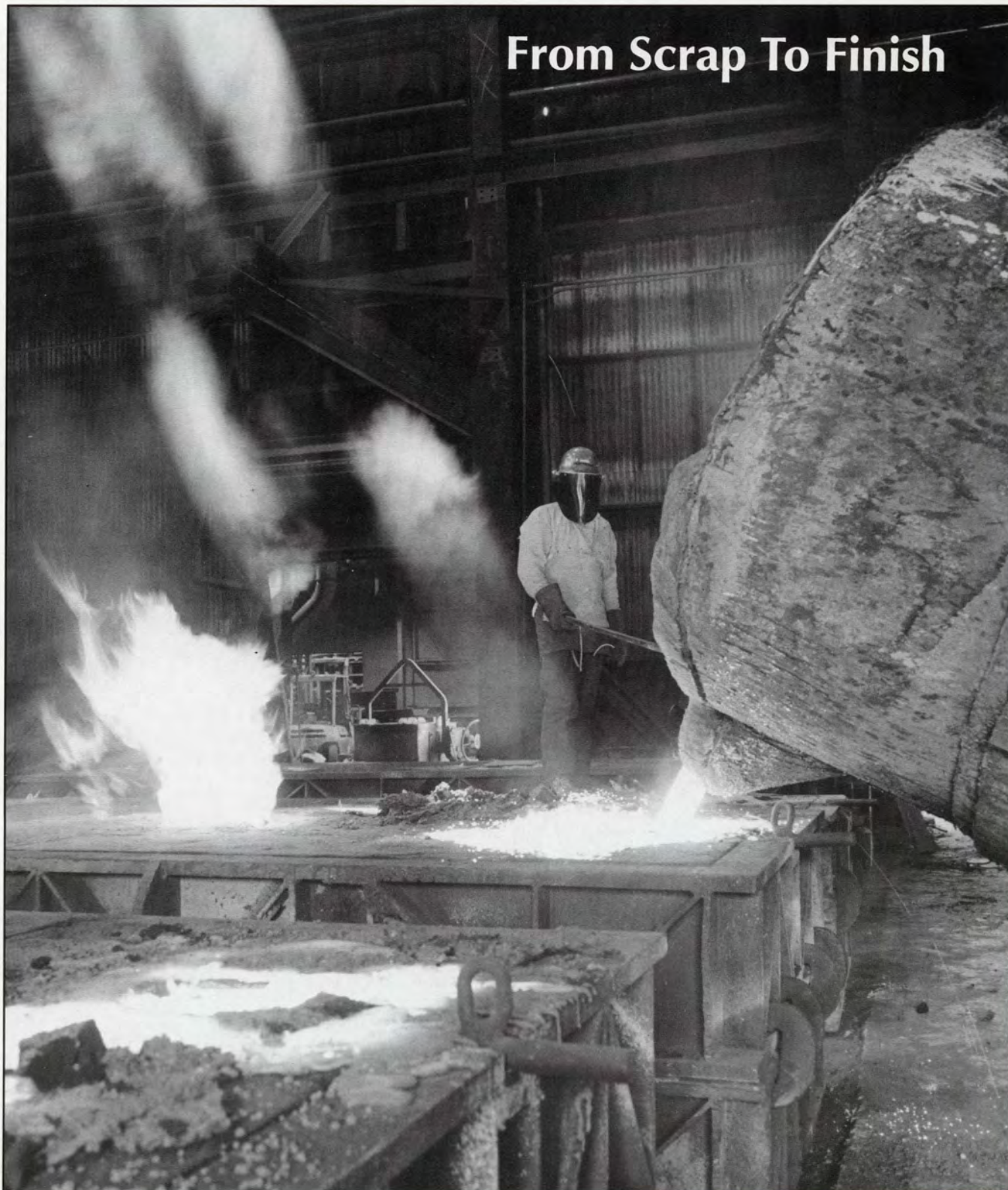


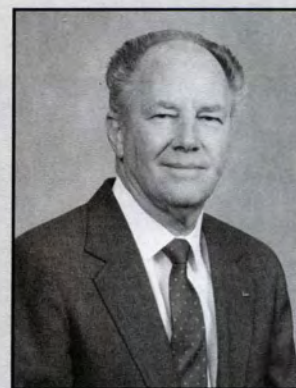
LUFKIN

ROUNDUP

JUNE 1989



Adding Value: The LUFKIN Way



Most of this issue is devoted to the people and processes in our Foundry Division. The history of our company reveals that the Foundry has been a vital part of company operations since almost the beginning of the company, and it continues today to be a significant contributor to LUFKIN's success.

The Foundry is perhaps the ultimate example of adding value to something. Most foundry products begin with scrap material - iron or steel - that has outlived its usefulness in its present form and has been discarded by others. Our partners in the Foundry take this scrap material, melt it, and recreate it, giving it a new life and a new existence for performing some useful task as an integral part of a LUFKIN product or serving one of our outside casting customers as a part of their product.

We can use this concept of adding value to virtually everything we do. By applying these principles to ourselves we can, in effect, recreate or seek a new beginning by learning additional tasks. This increases not

only our value as a LUFKIN partner, but also our feeling of self worth. The constant learning process can be likened to the transformation that takes place in the foundry when we melt scrap and create a valuable, useful product.

Let's take a lesson from our Foundry operations and the extremely creative people that work there. Each of us should be constantly searching for ways to add value, to personally develop additional skills, knowledge, and abilities in order to truly live a more useful life and improve the total LUFKIN organization.

A handwritten signature in dark ink, reading "F B Stevenson". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Frank B. Stevenson

Industrial Training Class Graduates

WORK SIMPLIFICATION

FR: James Horace, Rickie Gilley, Bobbie Pipher, Wayland Quisenberry, Troy Smith.

BR: Donald Bogany, Thomas Benge, Dale Staten, Mark Wright, James Gilcrease.



WELDING

FR: David Richard, Jimmy Russell, Joe Landers, Thomas Jones, Rickey Buchanan

BR: Dan Mott, Mike Falkner, Richard Johnson, Charles Lambert

BLUPRINT READING

FR: Nancy Ballenger, Kay Walter, Frank Derkowski, Irineo Mendoza, Jerry Wilson

BR: Mike Falkner, Evan Luce, James Mooney, Richard Johnson, James Bennett



WORK SIMPLICATION

FR: Byron Coutee, Paul Smith, Ben Sallas, Larry Vann, Everett Rhodes

BR: Jay Hess, Mark Strong, Larry Thigpen, Dan Melton, Jay Schwartz

From Scrap To Finish



James Davis, Pattern Tender, applies a parting material which prevents sand from sticking to the pattern and allows easier separation from the mold.

"It's an art," comments Louis Killingsworth, Foundry Tooling Technician, on the process of manufacturing castings. Behind the doors of Main Bay lies an assembly line with state-of-the-art equipment and skillful technicians that comprises the large casting facility of LUFKIN's Foundry Division.

The typical Main Bay process for making a LUFKIN casting begins in the Pattern Shop where the pattern and core boxes necessary to produce a casting are built. Once built, the core boxes are sent to the Core Room where the cores are processed while the pattern is sent to the molding lines in the Main Bay area. Both the cores and mold are made using a chemically bonded sand process. The cores are used to create the internal cavities of the casting while the mold provides its external shape.

The mold is produced in two parts: the top half of the mold (cope) and the bottom half of the mold (drag). Once the molds have been made, they are placed on the core up

line where the cores are set into the bottom half (drag). After the cores are set, the mold is closed through a process where the cope is placed over the drag and clamped to prevent iron from running out the middle. Once closed, molten iron is poured into the mold.

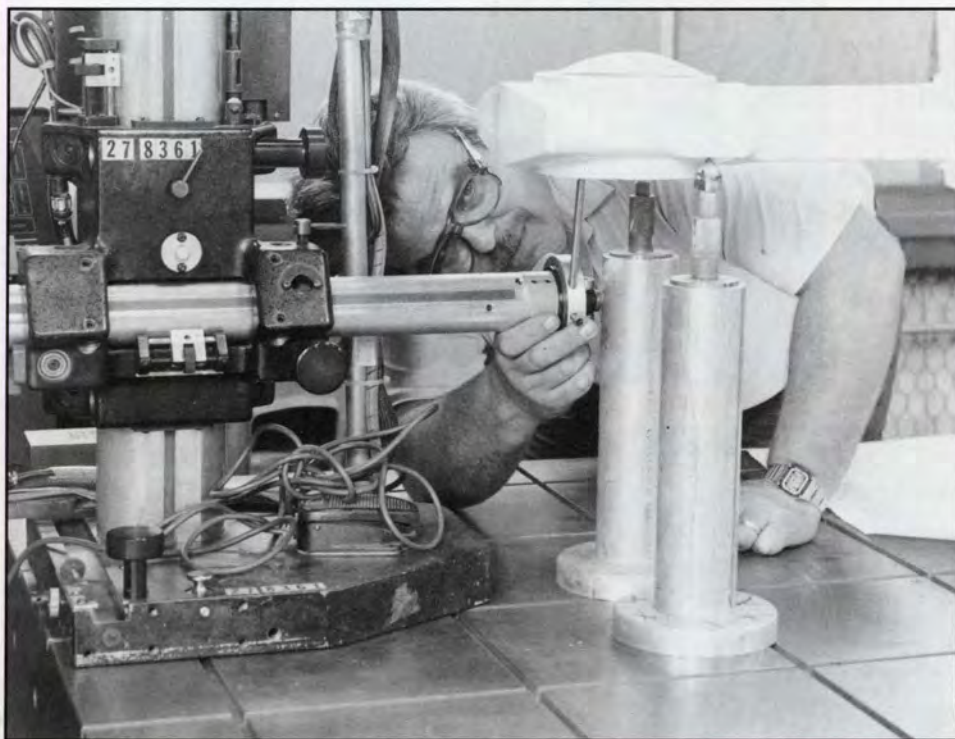
After a waiting period that ranges from 4 hours up to 3 days, depending on the wall thickness and size of the casting, the mold goes through the shake out process where the casting is removed from the sand. Once the casting is removed Killingsworth says the sand from both the cores and mold is reused. "We run approximately 80% reclaimed sand to 20% new sand." This is followed by the shot blast operation where the loose sand is removed from the casting. In some instances, castings are sent to Heat Treat where the internal stresses are relieved before processing them through shot blast. The almost complete casting is then sent to the Cleaning Room where excess metal is removed. Once the casting has been properly

cleaned, it's time for final inspection. After meeting the requirements, the casting is painted and placed on the layout table to confirm dimensional accuracy before being shipped out.

Note: On Friday, March 10, 1989 Lufkin Industries, Inc. received an award from the American Foundryman's Society for its contribution to the Texas chapter of AFS. Individuals honored on behalf of LUFKIN were Frank Stevenson, Rod Pittman, Frank Martin, Scott Semlinger, and the late Ed Trout. The plaque reads, "The Texas chapter of AFS chapter Memorial Service Award to Lufkin Industries, Inc. for their many years of dedicated service to the foundry industry and participation in the Texas chapter 1989."



In the Cleaning Room, Floyd Rawlinson, Chipper-Grinder-Finisher, removes excess metal from an outside casting.



Using the layout table, Barry Clark, Machine Operator, checks the dimensional accuracy of the castings.

On The Cover

Mike Hulett, Melter, guides a large ladle as he pours the molten iron into the casting mold.

After a series of steps, the Foundry turns a pile of scrap into a quality casting that carries the LUFKIN name.

On The Road To Success

MACHINERY DIVISION

Virgil BerwickMachine Operator C to Machine Operator B
 William Brown.....Machinist Helper to Machine Operator Trainee
 James ChambleeTruck Operator to Machine Operator Trainee
 Van GrahamLaborer to Machine Operator Trainee
 Rollin Hutton.....Machinist Helper to Machine Operator Trainee
 Ernesto Lopez.....Machinist Helper to Machine Operator Trainee
 Patrick McGrewLaborer to Machine Operator Trainee
 James Norwood.....Machine Operator C to Machine Operator B
 Michael ReaService Rep. Trainee to Service Representative
 Jeff Stephens.....Machine Operator C to Machine Operator A

Stephen Thompson.....Service Rep. Trainee to Service Representative

FOUNDRY DIVISION

Floyd Rawlinson.....Chipper Grinder to Chipper Grinder Finisher
 Clifton Whisenant.....Chipper Grinder to Chipper Grinder Finisher
 Eleuterio Maldonado.....Chipper Grinder to Chipper Grinder Finisher
 Floyd VinsonProject Engineer to Project Technologist

TRAILER DIVISION

Daniel HazardParts Helper to Manager Parts
 John Hutchins.....Mechanic B to Mechanic A
 James Young.....Mechanic B to Mechanic A

Industrial Training Class Graduates continued



WORK SIMPLIFICATION

FR: Robert Foote, Brent Bynum, Betty Morris, Dewey Wells, Gary Day

BR: Valentin Olavide, Juan Mijares, Kevin Cauley, Jim Riggs

LIQUID PENETRANT INSPECTION

FR: Shawn Calhoun, Troy Smith, Helen Ingram, Jerry Crofford

BR: Charles Burse, Jerry Taylor, Dan Melton



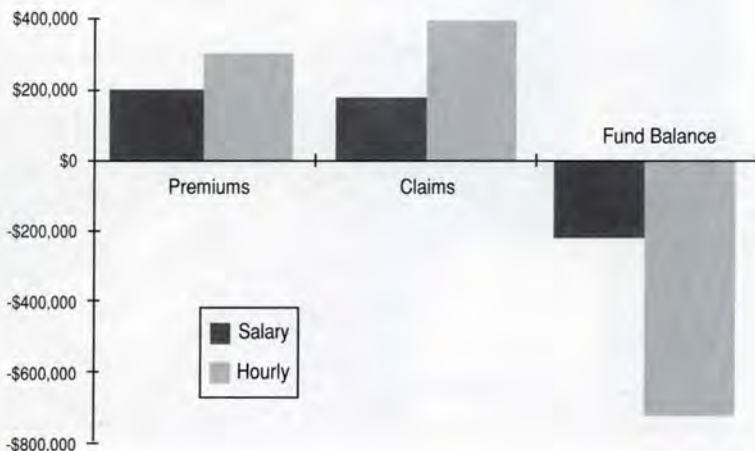
SHOP MATH

Gene McGallion, B.J. Smith, Lawrence Holt

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Richard Jones.....20	Tracy King.....12	Donald Randall.....10	Donald Dixon.....15	Roger White.....2	Roger White.....2
Louis Lloyd.....19	John Anthony.....2	Larry Crustner.....10	Betty Wilson.....15	Walter Murphy.....2	Preston Cauley, Jr.2
Suzy Barker.....16	Gayland Davis.....2	Tim Landrum.....10	Dean Durham.....13	Harold Downum.....1	Winton Morris.....1
Wesley Davis.....12	Martin Reyes.....2	Kyle Syler.....9	Nancy Hoch.....12	Justin Ricketts.....1	Ernesto Belmarez.....1
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Colbert Rittgers.....11	John Blankley.....2	Timothy Sutton.....5	Israel Deltoro.....12	Charles Collins.....34	Thomas Jones.....20
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Omid Karimnia.....8	Industrial Supplies		Lester Brown.....11	James Thompson.....22	Robert Newton.....14
Kim Martin.....1	Donnell Bradley.....13	Paul Lakey.....2	David Ivy.....11	Aaron Bluford.....14	Janie Garner.....12
Norman Smith.....1	Lanita Loving.....10	Helen Montes.....2	Jerry Landrum.....11	Bert Brady.....4	Arthur Anderson.....2
Kenneth Johnson.....1	George Trego.....5	Peter Mancill.....2	David Dixon.....11	Elma Holloway.....2	
Machinery Division		George Blaisdell.....2	Jimmy Vann.....11		
John O'Quinn.....39	John Blankley.....2	James Norwood.....2	Robert Brumley.....10		
William Cantrell.....32	James Hambrick.....2	Jessie Amie, Jr.2	Bonnie Doyle.....10		
Jerry Jackson.....27	Claudie Heaton.....2	Charles Franks.....2	Raymond Story.....10		
Jimmy Hathorn.....26	Machinery Sales		Frank Williams, Jr.10		
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Tommie Williams, Sr.23	Jerry Jackson.....27	Beryl Brevell.....20			
A. Hunt, Jr.23	Jimmy Hathorn.....26				
William Bryson.....20	Joe Simmons.....24				
John Doss.....17	Roger Russell.....24				

MARCH INSURANCE



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For active and retired employees and their families.

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Corporate Communications

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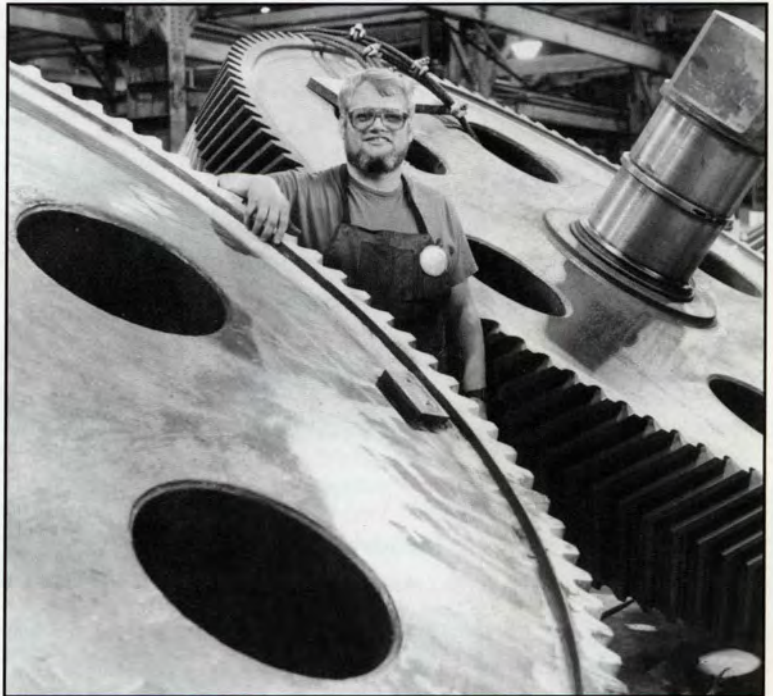
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The LUFKIN Team



Doug Collins



Robert Harris



Sam Barrow